

Message Text

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PAGE 01 VIENNA 00567 231624Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----108754 231703Z /45
P 231602Z JAN 78
FM AMEMBASSY VIENNA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4834

UNCLAS VIENNA 00567

E.O. 11652: N/A
TAGS: BEXP, AU
SUBJECT: FY 78 CCP FOR AUSTRIA - CHANGES IN PROMOTIONAL
EVENTS: SECURITY EQUIPMENT CATALOG SHOW

REF: A) USDOC 00518 B) LABRIE/THOMAS TELECON

1. THERE IS NO TRADE FAIR OR SIMILAR EVENT IN AUSTRIA
IN JUNE OR JULY 1978 WHICH COULD SERVE AS A VEHICLE FOR
A SECURITY EQUIPMENT CATALOG SHOW.
2. ESTIMATED ANNUAL SALES OF THIS EQUIPMENT IN AUSTRIA
AMOUNT TO ABOUT US\$13 MILLION. NO EXACT FIGURES AVAIL-
ABLE, HOWEVER, ON LOCAL PRODUCTION, FOREIGN TRADE, AND
CONSUMPTION. SIZE OF MARKET EXPECTED TO INCREASE AS
RESULT OF IMPACT OF RECENT BANK ROBBERIES AND KIDNAPPINGS.
CURRENTLY ABOUT 70 PERCENT OF THE MARKET IS SUPPLIED BY
IMPORTS.
3. THERE ARE NO SPECIFIC TRADE BARRIERS. AUSTRIAN
ELECTRIC POWER SYSTEM: 220 VOLTS AC, 50 CYCLES.
4. ON BASIS OF LIMITED NUMBER OF INTERVIEWS, THERE IS
APPARENTLY LOCAL INTEREST IN THE FOLLOWING PRODUCT
CATEGORIES: ANTI-SHOPLIFTING EQUIPMENT, ANTI-INTRUSION
SYSTEMS, CAPACITANCE AND RADAR SYSTEMS, SMALL FIRE-
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RESISTANT CLOSETS, PERSONNEL PROTECTION, NIGHT VISION
EQUIPMENT, INVESTIGATIVE PRODUCTS, BULLET-PROOF GLASS
OR PLASTIC MATERIAL, PAYING SYSTEMS FOR BANKS,
SURVEILLANCE EQUIPMENT FOR BANKS AND INDUSTRY. PRODUCTS
OF SPECIAL INTEREST ARE: ANTI-SHOPLIFTING EQUIPMENT AND
BANK SECURITY EQUIPMENT.
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5. POST WOULD BE WILLING TO ORGANIZE CATALOG SHOW AS SOLO EVENT IN JUNE (BUT NOT JULY). OUR PROBLEM WILL BE TO LOCATE FREE SPACE. (FYI: IT IS OUR IMPRESSION AUSTRIAN INSTITUTIONS WILL IN THE FUTURE BE LESS WILLING TO PROVIDE FREE SPACE FOR IMPORT PROMOTION EVENTS IN VIEW OF RECENT AUSTRIAN MEASURES TO CURB IMPORTS.) WOLF

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978VIENNA00567
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780033-1273
Format: TEL
From: VIENNA
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1978/newtext/t19780132/aaaabaqn.tel
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Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 24 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3728254
Secure: OPEN
Status: NATIVE
Subject: FY 78 CCP FOR AUSTRIA - CHANGES IN PROMOTIONAL EVENTS: SECURITY EQUIPMENT CATALOG SHOW
TAGS: BEXP, AU
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/cdf224e1-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014